

# FedEx SmartMAP Expo

Your Map To Smart Manufacturing

seminar schedule  
information

4th Annual  
**FedEx  
SmartMAP  
Expo**  
Thursday  
September 28,  
2006

**Three Rivers  
Convention  
Center**

7016 W.  
Grandridge Blvd.,  
Kennewick WA

Seminar Schedule



## BlueZette

performing, 11 AM – 12 (Noon)

Cathy Kelly, Vocals  
Steve Haberman, Keyboard  
Trish Thompson, Vocals

## TRIDEC Manufacturing Appreciation Luncheon

12 (Noon) – 1 PM/Great Hall A & C

### Keynote Speaker:

#### Gary Flood

President and CEO, ReliOn, Spokane

#### Manufacturing's Role In The Global Economy

ReliOn is the world leader in the development and marketing of modular, cartridge-based, proton exchange membrane fuel cell technology. Mr. Flood has over 24 years of experience in the design, development, management and marketing of communications systems for commercial and government applications and has worked extensively in both domestic and international markets. He has served executive positions at Metawave Communications Corporation, Adaptive Telecom, Inc., Stanford Telecommunications and ARGOSystems. Mr. Flood has a reputation as a dynamic speaker with a unique insight into today's manufacturing environment.



## Success Seminars.....8:00 – 11:45 AM

### Export Success Seminar – Meeting Rooms A & B

This very successful series of seminars features export experts from throughout the United States.

### Manufacturing Success Seminar – Meeting

Rooms E & F. This brand new series of seminars features outstanding manufacturing management experts from throughout the Pacific Northwest.

#### 8:00 Registration and Continental Breakfast Welcome and Introductions

Janet Bauermeister, U.S. Commercial Service, Spokane

#### Chinese Certification

Kellie Holloway Jarmen, Commercial Officer, Portland  
China Business Information Center,  
U.S. Commercial Service

China's growing economy presents a tremendous opportunity for U.S. businesses. But, doing business in China can be challenging. What does it take to succeed and are you ready?

#### 9:00 Doing Business in Mexico

Michael A. Lally, Commercial Counselor,  
U.S. Embassy, U.S. Commercial Service, Mexico City, Mexico

The United States accounts for nearly 75% of total Mexican trade and Mexico has become the United States' second largest trading partner. Mexican customs regulations, product standards and labor laws may entail pitfalls to unwary U.S. companies. Learn from the U.S. Embassy Commercial Officer how to manage the process.

#### 10:00 Canada 2010

Mary Rose, 2010 Program Manager, Seattle

The Winter Olympics will be in Vancouver, Canada in 2010, presenting an incredible opportunity for Northwest companies. Find out how to take advantage of this opportunity!

#### 10:30 Trade Finance

Warren Gross, President, Washington State Export Finance Assistance Center, Seattle

Getting the order is one thing, getting paid is another! Learn how to finance that big export deal and get paid from one of the country's top export finance experts.

#### 11:00 Logistics

Keven Wilczynski, FedEx, Bellevue

Ok, you've got that big deal, the finances are all figured out. Now, how are you going to get the products from Point A to Point B, timely and at a price that won't kill that big deal. Find out from the expert, Keven Wilczynski.

#### 8:00 Registration and Continental Breakfast Welcome and Introductions

Amy Benson, U.S. Commercial Service, Boise

#### Lean Manufacturing Overview

Mike Schneider, Washington Manufacturing Services, Spokane

Lean production is aimed at the elimination of waste in every area of production including customer relations, product design, supplier networks and factory management. Its goal is to produce top quality products in the most efficient and economical manner possible. Learn how your company can get on board.

#### 9:00 ISO (International Organization for Standardization) 9000

Rhea Wallace, Washington Manufacturing Services, Mukilteo

This quality management standard is helping both product and service organizations achieve the quality necessary to successfully compete in the global economy. Find out what ISO 9000 is all about and how your organization can benefit.

#### 10:00 AS 9100 for the Aerospace Industry

Rhea Wallace, Washington Manufacturing Services, Mukilteo

The first standard available for use across the global aerospace community, AS 9100 adds the additional requirements necessary to address both civil and military aviation and aerospace needs. If your organization wants to get involved in the booming aerospace industry you definitely need to attend this seminar.

#### 11:00 PTAC (Procurement Technical Assistance Centers), Selling to the Government

Louise Fendrick, Manager, BIZStreet & Procurement Technical Assistance Center, Spokane

The possibility of doing business with the government offers an enormous potential for small businesses looking to expand their markets and increase their profits. The PTAC program is a statewide effort designed to provide government contracting and marketing opportunities for all businesses with special outreach emphasis on small businesses.

Seminar speakers and topics are subject to change at the discretion of FedEx SmartMAP Expo management.